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Traci Amos

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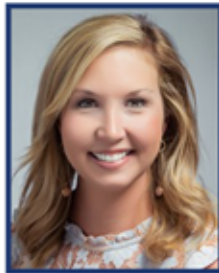
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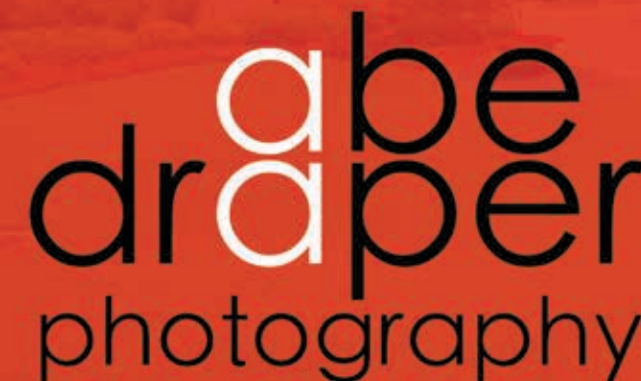
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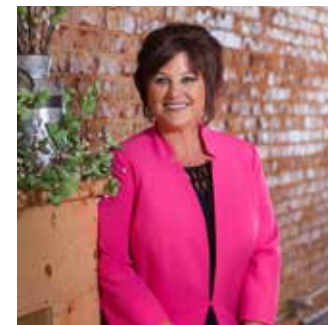
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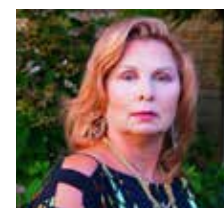
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▶ publisher's note  
 Dees Hinton

Things are looking up! The weather is starting to get cooler. Hopefully, we are done with dodging hurricanes. Football season is actually happening. Real estate sales are still going strong!

At *Real Producers*, we have not been able to have our quarterly social events because of Covid-19. At this time, things are opening up more and more, so we are making plans for our next social event. These events are for the top 300 REALTORS® and our advertising partners. It's a time for the best of the best REALTORS® and industry partners to come together to enjoy some good food, beverages and

relationship building. The event is totally free to REALTORS® because of the generosity of our ad partners. We will be announcing and promoting the next event very soon.

The goal of *Real Producers* is to identify, promote and enhance the relationships of the top REALTORS® in Central Mississippi. We also strive to connect these REALTORS® with the top industry partners that help them to sell more real estate.

Each month, we select one of the top REALTORS® to tell their story and share their successes in life and busi-

ness. We also select a REALTOR® who is in their first few years in real estate sales to feature as a Rising Star. In addition, we select one of our ad partners to share their story and promote their business.

In this issue, our top producer is Mark Metcalf with eXp Realty. Mark is a super producer and consistently ranks high in real estate sales in our Central Mississippi area. Our Rising Star this month is Traci Amos with McGee Realty Services. Traci is off to a great start in her real estate career. When you read her story, you will understand why. The Partner Spotlight feature this month is on Dickerson Contracting, LLC. Jacob Dickerson and Jordan Womack will take care of your client's roofing needs. Be sure to contact them!

Most of our featured REALTORS® come from nominations and recommendations from other top REALTORS®. If you would like to be considered for a feature or nominate someone for a feature, please email me at [dees.hinton@realproducersmag.com](mailto:dees.hinton@realproducersmag.com).

In closing, a few weeks from now we will be voting for our next president. Make sure that your voice is heard, and you exercise your right to vote. It matters!



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*Real Estate Fills a Longing to Serve for*

# Mark Metcalf



## ▶▶ top producers

written by **Susan Marquez**  
photography by **Abe Draper Photography**

**F**rom the time he moved here with his family as a child, Mark Metcalf has lived, attended school and worked in and around the metro Jackson area. Mark was born in Memphis, but moved to Jackson when he was eight years old. “We moved around from Ridgeland to Madison to Jackson,” he says. Mark attended Mississippi College where he earned a degree in marketing, but his passion and calling was to be a youth pastor, which he did even while in college. Mark attended seminary in New Orleans, earning a master’s degree and a doctoral degree in leadership. “At the age of nineteen, I started my career as a youth pastor, working in churches around the Jackson area.”

Mark was serving as a youth pastor in Clinton when he met his wife, Emily. A native of Gulfport, Emily was a teacher at Clinton High School. The couple married a year after they met. After working in youth ministry for twelve years, Mark felt called to work in church planting, helping new churches get started. For two years, he raised money to support new churches and himself. “I really loved planting new churches, but I wasn’t comfortable with asking for money to support myself. That didn’t come naturally to me. I wanted to find a way to separate my ministry and my income.”

In seeking a job that would give him the flexibility he needed to plant

churches, Mark considered a few different things, but real estate rose to the top. “To me, it seemed like a good way to make income without spending forty hours a week in an office. At the time, it was a means to accomplish a different goal.” He powered up his computer and got to work on a sixty-hour online real estate course where he learned about all aspects of real estate. “I knew before going into it that this was something I could do.” He got his license in late summer in 2013 and joined Keller Williams.

“It was a good place for me to start, as they provided good training and I had some excellent mentors. I did the math and thought if I could sell six or seven homes a year, I could earn





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enough money to allow me to continue planting churches without raising additional support.”

Mark put his head down and got focused. Before he knew it, he sold seventy-five properties his first year. “I didn’t realize how many properties I had sold until I got a call from Keller Williams International telling me I was the number one rookie of the year by units out of 150,000 agents,” he laughs. “I had the incredible opportunity to tell my story at the Keller Williams annual convention.” In the audience that day was author Julie Nelson who featured Mark’s story in her book *Success Faster: Quickly Launch or Relaunch Your Real Estate Career*.

What he thought would be a part-time job quickly became full time. In 2015, his second year of selling, Mark was working all the time. He sold 150 properties that year. “I didn’t set out to be a top producer,” he muses. “What happened is that real estate filled a longing and drive that had originally led me into ministry. Buying or selling a home is a very important time in a person’s life. I see myself as a counselor more so than a salesperson. I like solving problems, and often people are in financial stress, relocating or selling their family’s estate. I enjoy getting to know my clients and being a part of their lives.”

Mark looked at his work life and knew he wanted to make some changes. “I was working a ridiculous number of hours, so I began to build a team that year.” Over a three-year period, he assembled a team of twelve agents who operated out of their own office. He even recruited his wife, who got her license and joined his team. During the building process, Mark discovered that he really enjoyed training new

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agents. “I have been training new agents my entire career. I figure I’ve personally trained about seventy-five new agents so far. My love for training agents and building a team led me to question what was my next step in real estate.”

That path led him to getting his broker’s license as he began to consider opening his own brokerage. “In the spring of 2017, I was contacted by a relatively small national company with 2,600 agents. They asked me to be their state broker and bring the company to Mississippi.” The company was eXp Realty, and Mark fell in love with their business model and the unique agent-centric focus. “I made the commitment to switch to being a broker. We have now grown the company to 34,000 agents worldwide with eight office locations in Mississippi.”

For Mark, real estate has always been a way to achieve a bigger calling. He is a faith-filled man who lives his faith in all he does. He is a devoted family man, as well. “Our daughter, Alden, is now nine years old,” he says. Five years ago Mark and Emily felt led to adopt a child. “We decided to make a call to begin preparing ourselves for the process of adoption. We thought it would be a very long process, but within a month and a half, we got a call that a mother was in labor, and we had to make a decision that day.” They jumped at the opportunity and now their son, Chapin, is an active five-year-old. “Real estate has been a tremendous way to earn a living and still have the flexibility to be there as my children experience life. I never want to go back to the place where I’m so busy selling the next house that I can’t experience the things that matter most in life.”



Real estate has been a tremendous way to earn a living and still have the flexibility to be there as my children experience life.





# TRACI AMOS

## DISCOVERED A REWARDING CAREER IN REAL ESTATE

### ▶▶ rising star

written by **Susan Marquez**  
photography by **Abe Draper Photography**

Sometimes life circumstances can open up opportunities for careers that people had never thought of. Traci Amos didn't set out to be a REALTOR®. Born in Jackson and raised in Florence, Traci went to work for FedEx after graduating from Florence High School. After a few years, she decided to go to nursing school. "My grandmother was ill, and I wanted to help take care of her, which is why I went into geriatric nursing." But geriatric nursing is both difficult and emotionally draining.

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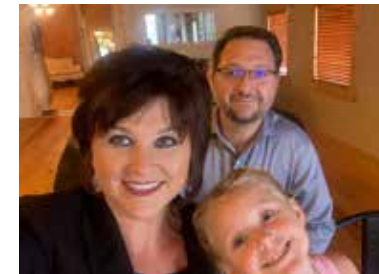
“I decided to go to work for a ministry in Byram that helps women with addiction and relationships,” Traci says. “I traveled to Moldova on a medical mission trip, and taught people there about the Lord.” When she was 33 years old, her grandparents passed away 10 months apart. Traci had not married, and one day she saw the former youth minister of First Baptist Church in Florence at the hospital when her grandfather was there for treatment. “He said he had someone he wanted me to meet. I really kind of blew him off. Then I ran into him in Wal-Mart, where I really tried to avoid him, but he caught up with me and said he really wanted to introduce me to someone he thought I’d connect with.”



One thing led to another and Traci met and started dating the young man from New Jersey. “I didn’t think he even liked me until he proposed!” The couple got engaged in February 2014 and married in May the same year. “We had discussed that if I had a child, I’d be a stay-at-home mom,” says Traci. “My husband worked offshore, two weeks on and two weeks off.” Traci had their daughter, Ainslee, and she stayed true to her word and quit her job.

When her mother was selling her home and her grandmother’s home, Traci got involved to help her, and really enjoyed looking at houses. “I began to look at all the features, and thought I would really





♦♦♦

enjoy selling real estate. I didn't know much about it, but I figured it would give me some flexibility to be with Ainslee when my husband was offshore." Because of a pipe break in their home, Traci's family lived in a hotel for several weeks. "I went to real estate school while we were living in the hotel. I studied in the hotel lobby at night." She passed her exam then told her husband that she would work really hard so that he could come home for good.

Traci went to work with McGee Realty Services in Florence, where she grew up and still lives. "I have learned to never say 'no,'" she says. "No matter the cost of the home, it's important to the buyer. I work hard for my clients. I decided if I ever do this for me and not my clients, I'm getting out."

In her second year of selling, she was the top producer in her brokerage. That opened the

door for her husband to quit his offshore job and come home. He is now teaching algebra and geometry at Discovery Christian School, where Ainslee is in kindergarten.

Traci says being a REALTOR® is humbling. "I love to help people, and sometimes I feel a little like a mama to my clients. I want what is best for each one. It's a rewarding career, and I feel proud that I can be present for my family and help to provide for them at the same time." Not that it's always easy. "It can be tough sometimes, but as long as I'm honest, and do my best, I know that I will do well." Traci credits her family for her success. "I really appreciate all the support they have given me. From bringing meals to the hotel when I was in school to keeping Ainslee from time to time, they have been there for me."





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# DICKERSON CONTRACTING

VALUES NAME & REPUTATION



## ▶▶ partner spotlight

written by Susan Marquez | photography by Abe Draper Photography

Jacob Dickerson has been in construction his whole life. “I’ve been involved in some aspect of construction for as long as I can remember,” he says. From framing to trim to painting to roofing, at one time or another, he’s done it all. Ten years ago, he got into roofing and stayed there. “I started in sales for a roofing company before becoming a partner with another company,” he says.

Jacob started his business, Dickerson Contracting, LLC, in 2017. He brought Jordan Womack on as a partner, and now Jacob serves as president of the company and Jordan is vice president. “We mainly do insurance restoration,” says Jacob. “We got certified in the estimation software for insurance companies. We work to get insurance to pay what a job truly costs to do, making sure allowances are

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made for the things that really count, such as flashing. That's where the majority of leaks come from, which causes damage."

Jacob explains that the company does a lot of work for real estate agents, making sure their home-buyers are getting the best deal for their money. "We will inspect a roof and if we find damage, we will work with the insurance companies to get the roof paid for. That means the buyer gets a new roof on the home they are purchasing at no cost to them."

Jacob and Jordan both grew up in Brandon and have been lifelong friends. They graduated high school at Northwest Rankin, and both still live in the area. "Our company is small, and we like it like that," he says. "We lay our eyes and hands-on every job. We like the personal touch we can provide to our clients. We may wear many hats, and sometimes that can cause a headache, but ultimately, the responsibility falls on us. We are local contractors, and we want people to be confident when they depend on us."

Because of their commitment to quality and service, Jacob says business has been good. "We try to go the extra mile," he says. "We work to do things that will set us apart from other roofing companies." That includes a GAF Master Elite certification, the highest

...





“ WE STRIVE TO BE ONE OF THE UPSTANDING BUSINESSES IN THIS COMMUNITY. ”

... certification GAF, the largest manufacturer of roofing materials, bestows. Only two percent of all contractors have that certification. “We can provide the highest warranty,” Jacob says. “We may not be the cheapest contractor, but we always provide top quality components and products on every single job with no exceptions. I value my name and reputation. I stand behind my work because people put their trust in me. It’s important to me that I’m honest in all I do.”

Jacob has five big reasons to do all he can to succeed with his business. “I have a wonderful wife, Ashley, and four beautiful daughters,” he says. Jordan recently got married to his wife, Meredith. “I’ve been a lifelong resident of Brandon,” Jacob says. “We strive to be one of the upstanding businesses in this community.”



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# The Magic of Yoga



## ► healthy living

By Shauna Osborne

As a near-lifelong yoga enthusiast, I can't help but break into a wide smile at the mention of this most peaceful and centering practice. Yoga, from the Sanskrit word for "yoke" or "union," is an ancient tradition combining breathwork, meditation, and various poses, or asanas, to unite the body and mind, resulting in greater mental clarity and bodily relaxation. First introduced in the U.S. in the late 1800s, nowadays, there's a yoga class for everyone: hot, aerial, beer...even goat! More popular than ever, the practice of yoga offers numerous evidence-based health benefits for faithful yogis.

### Physical

- **Improved cardiovascular health:** Yoga is known to lower blood pressure, blood sugar, and heart rate, and has also been linked to lower cholesterol and triglyceride levels.
- **Better sleep quality:** Regular yoga practice can improve sleep quality through its impact on melatonin secretion, a hormone that regulates slumber and wakefulness. It also diminishes common sleep impediments like anxiety, depression, and stress (discussed below), and activates the parasympathetic nervous system, which is calming and restorative.
- **Improved flexibility and balance / reduced chronic pain:** The most obvious physical benefits of this practice, flexibility is improved through the

repetition of asanas, gradually loosening tight muscles and connective tissues that can lead to poor alignment and chronic pain. Yoga also increases proprioception (the perception of the body in space), which leads to better balance and posture overall.

### Mental / Emotional

- **Decreased stress, depression, and anxiety:** A core principle of yoga is presence – that is, being present in the current moment, not worrying over the future or past. Further, multiple studies have shown yoga practice to decrease the secretion of cortisol, the primary stress hormone that influences serotonin levels, and monoamine oxidase, an enzyme that breaks down neurotransmitters.

- **Healthier eating habits / body image:** Another fundamental tenet of yoga is mindfulness, and this practice travels with yogis from the mat and into everyday life choices. Mindful eating means taking time to note the physical sensations of each bite, encouraging healthier eating behaviors, better self-esteem, and elevated bodily awareness.
- **Clearer mental acuity / concentration:** The breathwork and meditation involved in yoga work to calm the mind and body, keeping attention on the present and distracting thoughts away. The discipline of focusing on the breath and yogic asanas enables practitioners, over time, to remain more engaged and alert in meaningful situations and release feelings or information not serving them.

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